

**SARASOTA MILITARY ACADEMY
BOARD OF DIRECTORS
MEETING AGENDA
Tuesday April 13, 2021**

- Call to Order
- Special Guest
 - 2021-2022 Eagle Regimental Commander
- Approval of the Minutes
 - March 9, 2021
- Executive Director of Schools' Report
 - HR Report
 - Community Outreach Director Report
 - Technology and Data Impact Report
 - Head of School Report - SMA Prep
 - Athletic Director Report
 - Instructional Design and Curriculum Report
 - Faculty Representative
 - PTCC Committee Report
 - Head of School Report - SMA High
 - Athletic Director Report
 - IB Report
 - Faculty Representative
 - PTCC Committee Report
- SAI/Commandant's Report
- Treasurer's Report
 - Monthly Financial Report
- SMA Foundation, Inc. Report
- Committee Reports
 - Strategic Planning Committee
- Chairperson's Report
- Old Business
- New Business
- Public Comment
- Meeting Adjournment

Sarasota Military Academy

BOARD OF DIRECTORS

MEETING MINUTES (VIRTUAL)

9 MARCH, 2021

Board of Director Members' Attendance

Present:

Mr. Herb Jones, Chairman
Thomas J. McElheny, EdD, Vice Chairman
Ben Knisely, COL USA (Ret), Secretary
F. Steven Herb, Esquire
Mr. Warren P. Hudson
Ms. Linda Long
Mr. Pete Skokos
Ms. Tessa Suplee, Lt Col, AF (Ret)

Howard G. Crowell, Jr., LTG USA (Ret), Chairman, SMA Foundation Inc.
Frederick Derr, CAPT USN (Ret), Treasurer
Mr. Rafael Robles, Executive Director, SMA Foundation Inc.

Absent: Mr. Kimball Bobbitt, Treasurer; SMA-LTC Lisa Currie, Assistant Head of School, Middle School Campus

SMA Administrative Staff in Attendance:

SMA-COL Christina Bowman, Chief Executive Officer
LTC Ben Weiss, Commandant of Cadets
SMA-MAJ Steve Kok, Director of Finance
SMA-MAJ Dr. Todd Brown, Director of Community Outreach
SMA-COL Frederick Fout, Head of School, High School Campus
SMA-COL Tom Vara, Head of School, Middle School Campus
MAJ Becky Morris, Assistant Head of School, Middle School Campus
SMA-MAJ Leslie Smith, Athletic Director, Middle School Campus

Guests in Attendance: SMA-CPT Hellen Harvey, High School Faculty Representative

Location: Virtual

The chairman called the meeting to order at 2:30 pm.

Motion to Approve the 9 February, 2021 Minutes:

Mr. Warren Hudson motioned to approve the 9 February, 2021 minutes; Ms. Linda Long seconded the motion and the board unanimously approved.

Executive Director of Schools Report: SMA-COL Christina Bowman provided a read-ahead report. She stated the enrollment numbers for the 2021-22 school year are looking very positive. SMA-COL Bowman mentioned letters of intent for employees will be delivered prior to spring break and will post available positions internally before posting externally. She announced SMA-MAJ Charlie Carver as the new Athletic Director.

SMA-COL Bowman discussed successful meetings with the Strategic Planning Committee to be able to present to the board in June as well as continuing to work with the Administrative teams on both campuses. She stated several cadets volunteered for the Circus Arts Conservatory and Ms. Marcia Carlson Pack was again grateful for how SMA always steps up to help the circus.

Mr. Hudson inquired as to an estimate on next year's FTE in order to complete the proposed budget in which SMA-COL Bowman replied that the focus is on 1385 students and will have a better grasp on total at the next board meeting when second enrollment has ended. Mr. Hudson also inquired as to the positions that are needed for next year for budget purposes in which SMA-COL Bowman replied that some positions will not be filled and will provide that information.

Community Outreach Director Report: SMA-MAJ Dr. Todd Brown provided a read-ahead report. He stated awaiting on the status of the Department of Defense grant. SMA-MAJ Brown mentioned speaking with the Senior Vice President, Ms. Susanne Thompson, from Discovery Education on developing a partnership with SMA.

Technology and Data Impact Report: N/A

SMA Prep Head of School Report: SMA-COL Vara provided a read-ahead report. He mentioned the successful change of command ceremony as well as cadet promotions in February and pleased the cadets continue to move up in rank. SMA-COL Vara discussed the enrollment numbers for next year and is currently concerned with the sixth grade class. Dr. Thomas McElheny inquired on insights to reasons why enrollment is low in which SMA-COL Vara replied that other charters have always been competitors but will identify issues as to why. He stated that COVID cases were high in February which led to additional contact tracing but all safely back on campus.

SMA Prep Athletics Report: SMA-MAJ Leslie Smith provided a read-ahead report. She stated that volleyball and flag football were over with both teams going into the playoffs and lacrosse and basketball are starting now.

Instructional Design & Curriculum: SMA-LTC Currie provided a read-ahead report.

SMA Head of School Report: SMA-COL Fred Fout provided a read-ahead report. He discussed how pleased he is with the current enrollment for next year and will be able to present numbers after the second enrollment window has closed. SMA-COL Fout stated that data is being collected as to why a student has declined enrollment and will go over this data once enrollment is complete. He also stated that the retention rate from the prep is at 60% which is higher from previous year.

Chairman Herb Jones inquired as to data asked in last board meeting for district comparisons on remote learners in which SMA-COL Fout replied that the district stated we are in line with other high schools and currently at 20% remote learners. Chairman Jones also inquired as to the marketing plan for the pillars and pathways component in which SMA-COL Fout replied that it was presented to the students and families but has not been advertised externally. SMA-COL Fout discussed that students are excited in choosing and creating their high school plans.

SMA HS Athletics Report: SMA-MAJ Amy Mazner provided a read-ahead report. SMA-COL Fout stated two lacrosse home games this week.

IB Report: SMA-CPT Hellen Harvey provided a read-ahead report. She stated that a list of colleges IB students had applied to and attending in the fall is provided in the read-ahead.

SAI/Commandant's Report: LTC Ben Weiss provided a read-ahead report. He announced that two of the Raiders teams took third place in Nationals and very pleased as both are new teams with no veterans. LTC Weiss was very pleased with the seventeen applicants for leadership boards for next year and can confidently state that this could be the strongest leadership thus far.

Staff Representatives: SMA-MAJ Smith stated no concerns at this time for the prep. SMA-CPT Harvey commended SMA-CPT Bethany Hall on her presentation of BASL (Black American Sign Language). Dr. McElheny inquired as to the concern listed on the agenda staff have on the current financial status of SMA in which Chairman Jones replied that the staff can be informed that SMA is in a good position and very solid. Mr. Hudson stated that based on finances with the 1385 enrollment projections, the board can address the implementation of raises to staff for next school year.

Media Report: SMA-CPT Harvey stated that book checkouts have increased.

Treasurer's Report: SMA-MAJ Steve Kok provided a read-ahead report and balance sheets per campus. He discussed the current financials thru February 28th with a YTD Profit and Loss per campus and stated that overall SMA is in a better position. SMA-MAJ Steve Kok stated the need for board approval of the IRS 990 form.

Mr. Warren Hudson motioned to approve the IRS Form 990; Dr. McElheny seconded the motion and the board unanimously approved.

PTCC Report: N/A

Committee Reports: Mr. Hudson stated that the three sub-committees have been meeting monthly and making great progress. He mentioned that the committee should be ready to present to the board a strategic plan for approval that can be implemented next school year.

Foundation: Mr. Rafael Robles provided a read-ahead report. He thanked Mr. Pete Skokos for reviewing the brokerage agreement to allow stocks and securities to be donated to SMA Foundation. Mr. Robles discussed the current revenue through the Foundation as well as donor evaluation. He stated the Louis and Gloria Flanzer Philanthropic Trust Matching Program has capped donations at \$3000 per donor per year.

Mr. Robles stated that he created a greatest needs print piece which will be shared once finalized. He stated he received board approval for the gift acceptance policy as well as the

brokerage agreement and the IRS 990 form. Chairman Howard Crowell stated that the report presented is the most professional thus far and commends Mr. Robles' contributions and efforts as an inspiration to the board. Chairman Crowell suggested the board take advantage of the Flanzer matching program and support Mr. Robles in his efforts in which Chairman Jones agreed.

Marketing and Communications Report: N/A

Chairman: Chairman Jones provided a read-ahead report. He stated that the top priority is to raise salaries to match the current salary structure of the districts and this should be implemented next school year.

Chairman Jones announced that he will be stepping down as chairman of the board effective June 1st and asked Mr. Hudson to chair the nominating committee for the board in 2021-22. He stated that he will remain active on both boards and recommends Dr. McElheny as the next chairman with Mr. Hudson as vice chairman. Chairman Crowell urged the board to move Chairman Jones designated as Chairman Emeritus in perpetuity and welcomed him to continue on the Foundation board.

Dr. McElheny motioned to approve Chairman Herb Jones to be noted as Chairman Emeritus with many thanks to his twenty years of service to this institution; Mr. Hudson seconded the motion and the board unanimously approved.

Old Business: N/A

New Business: N/A

Public Comments: High school parent, Mr. Enmeier, addressed SMA-COL Fout as to the status of a girls lacrosse team in which was answered that a new Athletic Director will start next school year and changes to adding that program may occur. Mr. Enmeier congratulated Chairman Jones for his service and stated that he sent an email to all the board members and looking for a response in which Chairman Jones replied that someone will reach out to him by email after the meeting.

The next virtual board meeting will be on 13 April, 2021 at 2:30pm.

The chairman adjourned the meeting at 3:30 pm.

Mr. Herb Jones, Chairman

Date

COL Ben Knisely, Secretary

Date

Executive Director of Schools Report

April 13, 2021

2021-2022 Enrollment:

6th Grade; 202/215/Accepted; 171

7th Grade; 39/215/Accepted; 19 Wait: 13

8th Grade; 51/215/Accepted; 19 Wait: 13

9th Grade; 110/200/Accepted;

- Accepted; 234 (127 Prep/62%) Wait: 12

10th Grade; 39/180/Accepted; 19

11th Grade; 27/180/Accepted; 12

12th Grade; 8/180/Accepted; 2

Goal: 1385

Action: A specially designed postcard to entice incoming 6th grade families will be mailed to specific zip codes (a little over 4,000 families) the week of April 12, 2021. A QR code is on the postcard, which will link to a page on the website and will provide registration dates for small groups (no more than nine individuals) to tour the middle school campus. Data will be collected as to the effectiveness of the postcard and how many families enroll.

HR:

- Prep: Five Positions
- HS: Seven Positions
- Resignations (3) Retirements (3) Included in the above numbers

Communication:

- Meetings with Strategic Planning Committees
 - Academy CCC
 - HS CCC
 - Prep CCC
 - CDL
 - Resources
- 2020-2021 GEER Summer+++Recovery Program Submission
 - \$18,238.58
 - Ends June 30, 2021

- 2020-2021 Title II (Professional Development) Amendment
 - \$32,126.72
 - Ends June 30, 2021
- 2020-2021 Title IV, Part A Submitted
 - 30 Chromebooks and One Cart
 - \$16,814.24
- 2021-2022 Title II (Professional Development) Submission
 - \$32,956.06
 - July 1, 2021-August 31, 2022
- 2021-2022 Title IV, Part A Submission
 - Well-Rounded Education
 - Safe and Healthy Schools
 - Effective Use of Technology
 - \$18,058.40
 - August 1, 2021-August 31, 2022
- 2021-2022 K-12 Civic Literacy Submission
 - \$1,027.00
 - Ends June 30, 2022
- 2021-2022 ESSER II Funds (CARE Act) Submission Date TBD
 - \$897,767 (Estimated)
- 2020-2021 Classified and Instructional Staff Annual Survey
 - April 12, 2021-April 22, 2021
- 2020-2021 Parent Survey and Student Survey
 - Dates TBD
- Weekly Meetings with Academy Admin Team
- Weekly "Friday COVID-19 Briefings" continue
- "Good News" Report;
- Next Remote Board Meeting: May 11, 2021 2:30 pm

Read Ahead: April '21: Todd Brown

- SMA in the news
 - Chris Berdik of the Hechinger Report publishing mid to late this month
 - His work appears in the Washington Post, the Atlantic, Boston Globe, etc.
 - Broad Institute publication
- Presented as a Keynote Speaker at the Coronavirus & Research Conference, in Rome, Italy (virtual)
- Presented at the For Our Future Conference presenting to nine universities in Louisiana (virtual)
- Accepted to present at the
- Accepted to Present at the Twenty-eighth International Conference on Learning, in Krakow, Poland (virtual)
- Waiting on decision for the NSF EAGER grant
- Finalist for the Department of Defense; Final application due April 28th
- Planning modified Operation Outbreak at Prep
- Scheduled Diversity Day on June 2nd with multiple activities and scheduled eight guests throughout the day

Technology Integration and Impact Report
MAJ (Ret) Becky Morris
13 April 2021

Cybersecurity Risk Assessment

Building on the cybersecurity review from FETC noted in the last report and a recent national tech survey through Project Tomorrow, I have initiated an entry-level risk assessment process that covers: 1) administrative controls, 2) physical controls, 3) technical controls (internally), and 4) technical controls (externally). This is an important step to help guide decisions for improving and maintaining a secure teaching and learning environment. One of the tools includes a District (School) Security Checklist from the Consortium for School Networking. Additionally, we'll look at our policies, training, and practices for the use of information and equipment, especially as it relates to legal requirements for K-12 schools and reviewing our security configurations in Google Workspace for Education to recommend best practices for cloud data security and privacy.

Why is this important? It is our responsibility to protect student and staff information, online safety, and privacy as it relates to the use of school technology and access to school network and online systems. Failure to do so could result in significant financial and reputational loss (COSN, cosn.org/cybersecurity) to resolve an incident or data breach. SMA has a firm foundation for building a strong cybersecurity program with already established Technology Acceptable Use Agreements and Policies in place along with technology infrastructure management and support through Information Technology Solutions (ITS). Creating cybersecurity goals and ongoing review processes will serve to strengthen SMA's overall continuous improvement initiatives.

As leaders, can we answer the following questions? (Hopefully the steps outlined above will assist us in addressing these questions.)

- A. What is our risk exposure/profile?
- B. What cybersecurity actions are we taking to protect the academy during remote operations?
- C. When a breach occurs, what is our response plan?
- D. What are we doing to address cybersecurity with our employees, parents, and students?

Technology Preparation for State Assessments

- This is our first year to use Chromebook devices for testing
- Configured kiosk for secure browser application on Chromebooks for FSA at Prep and College Board assessments at the high school
- Discovered ChromeOS incompatibility prior to infrastructure trial
- Addressed issue with 48 Chromebooks at Prep by manually wiping and reloading Chrome OS via thumbdrive to rollback to supported OS
- Settings have been updated to prevent unsupported OS versions from installing

Ongoing Tech Integration Goals:

- 1) Secure funding to expand daily technology access for students and teachers.
- 2) Building a culture of innovation that encourages collaboration, promotes risk-taking, and inspires curiosity as a foundation for learning and tech integration.
- 3) Develop a 5-year tech plan and budget to support decision-making for tech integration that addresses school improvement goals and accessibility.

Head of School Report
for March, 2021

Enrollment

Grade 6: 199

Grade 7: 207

Grade 8: 203

Total: 609

Campus Life/Events

-3/9-Virtual Board of Directors meeting @ 2:30 pm

-3/12-Fire drill conducted at the end of period 1

-3/15-Start of spring break

-3/22-Full formation with all Prep cadets

-3/22-College awareness week

-3/26-College shirt day

Cadet Highlights

-Cadets of the Month for **March:**

	On Campus	Distance Learners
Social Studies:	Melanie Brecino David Choate	Gwendolyn Herndon Matthew Foxall
Art + Design:	Mariah McMiller Zaine Cart	Celeste Briles Michael Mahadeo
Math:	Allee Hamilton Jose Amezcua	Brianna Toler Jeremy Flores

Administration Meetings

- 3/4-Strategic Planning
- 3/8-Safety Team
- 3/11-Best Practices for Inclusion Education (BPIE)
- 3/22-BPIE
- 3/23-SMA Administrative Team
- 3/30-SMA Administrative Team

Parent and Community Highlights

- Prep information/enrollment meeting March 11th –Virtual 6:00 pm
- SMA Raiders 5K. This was a great day with almost 400 participants held at the Bayside Community Church off Rt. 64 on Saturday, March 27th. Jackie Trecartin, Johnny Browning, SMA Raiders, and many volunteers made for an amazing event.

Attention Items:

The writing component of FSA test will take place on April 6th, 7th, + 13th for on campus learners and April 14th, 15th, + 16th for our remote learners. We will resume testing on May 4th and the testing schedule will last until the end of May. Our teachers have been working diligently to prepare and motivate our cadets to do their very best during the testing season.

Staff is concerned if they will receive raises and when will they know.

We are developing strategies to increase 6th grade enrollment.

Working with administration team on staffing needs and cadets schedules for the 2021-22 school year.

SMA Prep Sports Roundup April 2021

3/25/21 - The Prep girls basketball team took on Palmetto Charter at home and won our first game of the season. The final score was 20-19 in the hard fought game with Sarah Van scoring 7, Nyah Andrew's scoring 7, Aniyah McCray scoring 5, and Ava Andrew's scoring 1. The team worked well together and we look forward to the next game verses Sky Venice next Tuesday!

3/23/21 - The boys basketball team started their season strong with a decisive 39-27 win over Palmetto Charter last night. 10 players scored for the Eagles, who were led by Mickey Cohen with 12 points and Max Hunter with 8.

3/30/21 - The girls basketball team took on Sky Venice on Tuesday night and came out with a tremendous win of 42-14. This game showed much growth and teamwork! Nyah Andrew's scored 23 points, An'iyah Mccray 8 points, Sarah Van 7 points, Aaliyah Castellanos 2 points, and Tessa Alexander scored 2 points! Way to crush it!

3/30/21 –The boys basketball team lost a close one Tuesday 30-35 vs Sky Venice. The team struggled with 3 of their top players in quarantine. The Eagles will take on Sky Englewood Tuesday, April 6th at home.

4/6/21 – The Lacrosse team defeated Inspiration Academy Tuesday 15-0. Liam Fernandez scored 5 goals, Brayden Estes and Payton Hens had hat tricks and Ellis Howell and Christopher Halloran each scored 2 goals. Ethan Alsum had 6 saves. Great job Eagles. The team travel to Bradenton to take on St. Stephen's Wednesday at 5:30.

4/6/21 – The girls lost to Sky Englewood today 17-41. Unfortunately the team lost 5 starters due to quarantining. The team dug down deep and gave it their

best effort but it just wasn't enough to battle an experienced Sky Englewood team. They will try again tomorrow when they travel to Bradenton to take on Rowlett Academy.

4/6/21 - The SMA Prep boys basketball team earned a convincing win against Sky Englewood last night 43-30. The Eagles were led by Devaun Grable with 16 points and Max Hunter with 11. Using a tough full court press, the team was able to cause numerous turnovers and executed well on offense to take advantage. The team is now 2-1 heading in to an away contest at Rowlette Academy tonight. Great teamwork boys!

To: Governing Board, Sarasota Military Academy
Through: SMA-COL Bowman, Christina, Executive Director
801 North Orange Avenue
Sarasota, Florida 34236

From: SMA-COL Fout, Frederick T., Head of School
Sarasota Military Academy
801 North Orange Avenue
Sarasota, Florida 34236
fred.fout@oursma.org

Date: 05 April 2021

Re.: Board Report for Regular Sarasota Military Academy Board Meeting on
Tuesday, 13 April 2021 (V)

High School Enrollment 2020/2021 (as of 04/05/2021):

		+/- change		+/- change
● Freshmen	-	168 (-1)	29R	(+5)
● Sophomores	-	187 (-4)	41R	(+6)
● Juniors	-	168 (-1)	35R	(+6)
● Seniors	-	125 (-1)	36R	(-7)
● Total:	-	648 (-7)	141R (22%)	(+10)

High School Enrollment for 2021/2022 (as of 04/05/2021)

- 235 currently accepted for 9th grade - (12 on wait list-6 out of state, 232 showing in SIS)
- 18 additional accepted for 10th grade - (172 showing in SIS)
- 15 additional accepted for 11th grade - (192 showing in SIS)
- 2 additional accepted for 12th grade - (162 showing in SIS)
- (763 showing in SIS for grades 9-12 - THIS IS A FLUID NUMBER)

RECOGNITIONS:

- Both SMA-CPT Jeanette Marks and SMA-CPT Breanne Scott were nominated for District 16 Congressional Teacher Award
 - **SMA-CPT MARKS WON THE 16TH DISTRICT CONGRESSIONAL TEACHER AWARD**
 - Both SMA-CPT Marks and SMA-CPT Scott will be honored and read into the Congressional Record on April 19th, 2021 at the Old Federal Building in Sarasota

Accomplishments:

- Regimental Change of Command and Responsibility ceremony on Tuesday, April 6th - live on Facebook and Instagram
- Met with HS Administrative Team daily to address the following concerns:

- At-Risk students
- Faculty and Staff social and emotional wellness and morale
- Faculty and Staff retention and recruitment
 - Administrative staffing
 - Faculty staffing
- Covid Updates and School Safety
- 2021/2022 Master Scheduling
- Met with USF representatives regarding “on-campus” Dual Enrollment course offerings for 2021-2022 school year
 - Credentialed two Faculty for English - ENC1101 and ENC1102
 - Two potential Faculty credentials for 2022/2023 to offer EDF courses
- Met with Instructional Leadership Team
 - School Scheduling conflicts for 2021/2022
 - Faculty and Staff retention and recruitment
- Met with full Faculty and Staff on Wednesday, February 24th
 - Monthly Recognition of Faculty and Staff
 - Covid Updates
 - Enrollment Updates
 - Upcoming Testing for FSA and SAT
 - Administrative Expectations for SY 2021/2022
- Met with Faculty Representative
 - S
- Met with standing committees:
 - School Wide Support Team (SWST)
 - Positive Behavior Intervention Supports (PBIS)
 - Advisory/SEL Committee
 - School Safety Team
- Met with HS Strategic Planning Committee for Preparing for College, Career and Citizenship Curriculum
 - Development of strategic goals to align 6-12
- Prepared reports and documents, meeting the requirements for updated
 - Charter Links submissions
 - School Safety monthly reports
- Developed and delivered
 - Weekly live, online, Q&A sessions with prospective students and parents
- Multiple parent contacts regarding Covid-19 protocols, quarantine, continued access to course content and return to school plans
- Multiple meetings with individual Teachers, Parents, and Cadets regarding issues related to cadet success at SMA
- Instructed an Intensive Language Arts course for 9-10th grade students, daily

On-Going Projects:

- Contact Tracing - internal - reported to District for dashboard - posted weekly by Executive Director through Constant Contact, Social Media and on the website

- Classroom walkthroughs to reinforce expectations for in-person and e-learning modalities, Covid-19 safety protocols, the mask mandate and Military Bearing and how that applies in the Covid-19 world
- Classroom observations for Evaluation

Upcoming Events:

- FSA ELA Writing Assessments for all 9th and 10th grade, April 6-7, 12-15
- April 12th - LaCrosse @ ODA, 6pm
- April 13th - SMA Board of Directors Meeting (V), 2:30pm
- April 16th - JROTC Freshman Fun Day, 2-10pm
- April 22nd - Dress Down Day PTCC Fundraiser
- April 27th - Senior Grad Bash
- May 1st - IB Banquet, 6pm
- May 3rd-7th - TEACHER APPRECIATION WEEK
- May 3rd-13 - FSA ELA Reading
- May 11th - SMA Board of Directors Meeting (V), 2:30
- May 11th - PTCC Meeting (V), 6pm
- May 13th-17th - US History EOC
- May 14th - JROTC Award Ceremony (Tentative), 6pm
- May 17th-27st - FSA Writing Make-Ups
- May 18th-20th - Biology EOC
- May 20th - SMA Foundation Board of Directors Meeting, 2:30pm
- May 24th-26th - Geometry EOC
- May 26th-28th - FSA Algebra 1
- May 28th-June 2nd - LEOCs
- May 31st - MEMORIAL DAY - NO SCHOOL
- June 4th - Graduation, @ Bayside Community Church, East, 6pm
- June 8th - SMA Board of Directors Meeting (V), 2:30pm
- June 10th & 11th - Early Release - Finals
- June 11th - LAST DAY OF SCHOOL

**SARASOTA MILITARY ACADEMY
BOARD MEETING - TUESDAY April 8 , 2021**

IB and EE Coordinator - HELLEN HARVEY - FILM TEACHER & MEDIA SPECIALIST

College acceptances for IB class:

GABRIELLA RYAN

Florida Gulf Coast University

Florida Atlantic University

University of South Florida

University of Central Florida

Florida State University

University of Florida (favorite) - Decisions come out tomorrow

Harvard and Duke - decisions come out later

EMILY WATROBSKY

Accepted to all schools

University of North Carolina at Asheville

University of North Carolina at Charlotte

University of Alabama

Oglethorpe University

Ithaca College

State University of New York at Oneonta

University of Central Florida - will attend

MARIANA BATISTA RIVERA

Florida State College - accepted

University of South Florida - accepted and going to USF.

DAVID CASAS

1. Florida State University(my target school) will attend
2. University of Central Florida
3. University of South Florida
4. Florida Gulf Coast University
5. University of North Florida
6. University of Western Florida
7. Florida Atlantic University
8. Harriet Wilkes Honors College of FAU
9. Florida State College

LILY YINGLING

1. Florida Atlantic University (FAU) waiting
2. Florida Gulf Coast University (FGCU)

3. Florida State University (FSU)- declined
4. Nova Southeastern University - accepted (NSU)
5. University of Central Florida (UCF) - waiting
6. University of Florida (UF)-waiting
7. University of Miami (UM)- waiting
8. University of North Carolina at Chapel Hill (UNC) waiting
9. University of South Florida- St. Pete Campus (USFSP) waiting

WILL MARTIN

Florida Atlantic University

University of Florida- waiting

University of South Florida - waiting

University of Central Florida - waiting

Florida Gulf Coast University- waiting

CONNOR CHALUPA

Florida State University

University of South Florida,

University of Tampa,

University of Colorado Springs

SARASOTA MILITARY ACADEMY

Commandant
801 North Orange Avenue
Sarasota, Florida 34236

05 April 2021

MEMORANDUM FOR GOVERNING BOARD, SARASOTA MILITARY ACADEMY
THROUGH EXECUTIVE DIRECTOR OF SCHOOLS

SUBJECT: Significant Activities Report

Significant activities past thirty days:

- Honor Guard at Sarasota Yacht Club, 26 March
- Raider 5K Run, 0720 on 27 March @ Bayside Church
- Raider Campout, 2/3 April @ Camp Shannon (Myakka)
- JROTC Nationals and CMP Regional Virtual Championships now through 9 April
- Area 5/State Marksmanship Qualifier Virtual Match 1 April
- CMP Competition in AL 9-12 April
- Regimental Change of Command 06 April @ High School Campus
- Civilian Marksmanship Program South Competition 9-12 April

Significant activities next thirty days:

- Freshmen Lock-in 16April
- Raider Beach Day 23 April
- JROTC State Marksmanship 23-24 April
- Marksmanship State Junior Olympics 28 Apr – 01 May
- Raider Rappel Day 28 April
- Honor Guard @ Sarasota Yacht Club, 07, May
- Junior Raider Competition @ Prep, 08 May

"One School, Two Campuses"!

Respectfully,

Ben Weiss

Ben Weiss
Lieutenant Colonel (Retired), Special Forces
Commandant

Sarasota Military Academy
Balance Sheet- By Campus
As of February 28, 2021

	HS	Prep	Total
ASSETS			
Current Assets			
Bank Accounts			
1110 Cash and cash equivalents			
1109 Petty Cash	400	400	800
1111 WF Operating Account	22,784		22,784
1113 SMA PTCC Account	10,635		10,635
1117 WF Credit Card Machine	9,183		9,183
1118 WF Business Market Savings	1,893,243		1,893,243
1119 SMA Prep Checking		45,370	45,370
1120 Athletics Account	76,470		76,470
1121 Prep PTCC Account		25,635	25,635
1123 Prep CC Machine		24,292	24,292
1124 SMA Wreaths	23,660		23,660
Total 1110 Cash and cash equivalents	\$ 2,036,375	\$ 95,697	\$ 2,132,072
8-1111 Sport Team Bank Accounts	73,272		73,272
Total Bank Accounts	\$ 2,109,647	\$ 95,697	\$ 2,205,344
Other Current Assets			
1130 Accounts Receivable	472		472
1220 Due from Other Governments			
1221 A/R ROTC	24,878		24,878
1222 A/R Due from District	80,750	67,140	147,890
Total 1220 Due from Other Governments	\$ 105,627	\$ 67,140	\$ 172,767
Total Other Current Assets	\$ 106,099	\$ 67,140	\$ 173,239
Total Current Assets	\$ 2,215,746	\$ 162,837	\$ 2,378,583
Fixed Assets			
1300 Fixed Assets			
1310 Land	973,750	7,424,550	8,398,300
1320 Land Improvements	73,227	42,750	115,978
1330 Building & Improvements	11,656,758	2,021,340	13,678,098
1340 Furniture, Fixtures & Equipment	1,657,970	409,561	2,067,531
1350 Motor Vehicles	535,364	232,835	768,199
1370 Capital Lease Equipment	53,300		53,300
1380 Audio-visual Material & Softwar			
1381 Audio-visual Materials	1,504		1,504
1382 Computer Software		97,334	97,334
Total 1380 Audio-visual Material & Softwar	\$ 1,504	\$ 97,334	\$ 98,838
1390 Computer Equipment	240,158	529,068	769,225
Total 1300 Fixed Assets	\$ 15,192,031	\$ 10,757,438	\$ 25,949,469
1550 Accumulated Depreciation			
1329 AD- Land Improvements	(50,150)	(21,467)	(71,617)

1339 AD- Buildings & Improvements	(3,410,944)	(316,109)	(3,727,053)
1349 AD- Furniture, Fixtures & Equip	(1,470,959)	(305,484)	(1,776,443)
1359 AD- Motor Vehicles	(378,670)	(145,656)	(524,326)
1379 AD- Capital Lease Property	(53,300)		(53,300)
1388 AD- Audio-visual Materials	(877)		(877)
1389 AD- Computer Software	(90,948)	(486,829)	(577,778)
Total 1550 Accumulated Depreciation	\$ (5,455,848)	\$ (1,275,546)	\$ (6,731,394)
Total Fixed Assets	\$ 9,736,183	\$ 9,481,892	\$ 19,218,075
Other Assets			
1625 Due From SMA Prep - Long-term	2,350,862	(2,350,862)	0
1626 Due from Foundation	151,779		151,779
Total Other Assets	\$ 2,502,641	\$ (2,350,862)	\$ 151,779
TOTAL ASSETS	\$ 14,454,570	\$ 7,293,867	\$ 21,748,437
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2120 Accounts Payable	18,696	24,351	43,048
Total Accounts Payable	\$ 18,696	\$ 24,351	\$ 43,048
Credit Cards			
2150 Wells Fargo Visa CC			
2151 Carmen Diaz	20		20
2152 Stephen Kok	26,845		26,845
2153 Monika Chenkus	51		51
2155 Kevin Nasby	784		784
2156 Christina Bowman	1,188		1,188
2163 Amy Mazner	994		994
Total 2150 Wells Fargo Visa CC	\$ 29,883	\$ -	\$ 29,883
2180 Wells Fargo SMA Prep Visa CC			
2183 Stephen Kok		9,133	9,133
2184 Matthew Freddes		210	210
2186 Betty Bultemeier		559	559
2191 Lisa Currie		199	199
Total 2180 Wells Fargo SMA Prep Visa CC	\$ -	\$ 10,101	\$ 10,101
Total Credit Cards	\$ 29,883	\$ 10,101	\$ 39,984
Other Current Liabilities			
2110 Accrued Payroll			
2112 Accrued Payroll	227,860	192,571	420,432
Total 2110 Accrued Payroll	\$ 227,860	\$ 192,571	\$ 420,432
2170 Accrued Payroll Liabilities	8,310	7,127	15,437
2200 Other Current Liabilities			
2211 Accrued Liabilities	45,899		45,899
2230 Current Portion of LTD	895,038	368,321	1,263,359
Total 2200 Other Current Liabilities	\$ 940,937	\$ 368,321	\$ 1,309,259
8-2290 Funds Held on Behalf of Others	73,272		73,272
Total Other Current Liabilities	\$ 1,250,379	\$ 568,020	\$ 1,818,399
Total Current Liabilities	\$ 1,298,959	\$ 602,472	\$ 1,901,431

Long-Term Liabilities**2320 Bonds Payable**

2323 Educational Bond - 2012	4,204,000		4,204,000
2326 Prep Bond Payable - \$7.5M		5,778,956	5,778,956
2327 Prep Bond Payable - \$1M		780,163	780,163

Total 2320 Bonds Payable	\$ 4,204,000	\$ 6,559,118	\$ 10,763,118
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2330 Accrued Vacation	18,307		18,307
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2340 SBA Loan	1,166,054		1,166,054
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2380 Interest Rate Swap	725,679		725,679
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Total Long-Term Liabilities	\$ 6,114,040	\$ 6,559,118	\$ 12,673,159
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Total Liabilities	\$ 7,412,999	\$ 7,161,591	\$ 14,574,589
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Equity

3010 Invested in Capital Assets, Net	2,805,092	2,354,626	5,159,718
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3020 Temporarily Restricted Net Assets	62,234	17,552	79,786
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3030 Unrestricted Net Assets	4,372,134	(2,393,599)	1,978,535
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Net Income	(197,889)	153,699	(44,190)
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Total Equity	\$ 7,041,571	\$ 132,277	\$ 7,173,848
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TOTAL LIABILITIES AND EQUITY	\$ 14,454,570	\$ 7,293,867	\$ 21,748,437
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Monday, Mar 29, 2021 10:53:57 AM GMT-7 - Accrual Basis

Sarasota Military Academy
Profit and Loss - Monthly - By Campus
February 2021

	HS	Prep	Total
Income			
3100 Federal Direct	24,878		24,878
3200 Federal Through State & Local	22,733	20,159	42,892
3300 Revenue from State Sources	379,507	330,743	710,250
3400 Revenue from Local Sources	159,748	130,588	290,336
Total Income	\$ 586,864	\$ 481,490	\$ 1,068,355
Gross Profit	\$ 586,864	\$ 481,490	\$ 1,068,355
Expenses			
4100 Salaries	345,192	277,325	622,517
4200 Employee Benefits	84,535	82,379	166,915
4300 Purchased Services	71,156	53,387	124,543
4400 Energy Services	6,993	11,788	18,780
4500 Materials & Supplies	5,724	2,960	8,683
4600 Capital Outlay	7,518	6,728	14,246
4700 Other Expenses	61,611	33,041	94,651
Total Expenses	\$ 582,729	\$ 467,607	\$ 1,050,335
Net Operating Income	\$ 4,136	\$ 13,884	\$ 18,019
Net Income	\$ 4,136	\$ 13,884	\$ 18,019

Sarasota Military Academy
Profit and Loss - YTD - By Campus
July 2020 - February 2021

	HS	Prep	Total
Income			
3100 Federal Direct	188,236		188,236
3200 Federal Through State & Local	22,733	20,159	42,892
3300 Revenue from State Sources	3,162,299	2,777,468	5,939,767
3400 Revenue from Local Sources	1,376,333	1,081,331	2,457,663
Total Income	\$ 4,749,600	\$ 3,878,958	\$ 8,628,558
Gross Profit	\$ 4,749,600	\$ 3,878,958	\$ 8,628,558
Expenses			
4100 Salaries	2,762,022	2,108,387	4,870,409
4200 Employee Benefits	692,898	601,648	1,294,546
4300 Purchased Services	644,796	454,856	1,099,652
4400 Energy Services	63,882	71,472	135,354
4500 Materials & Supplies	118,171	68,885	187,056
4600 Capital Outlay	99,671	133,897	233,568
4700 Other Expenses	566,049	286,115	852,164
Total Expenses	\$ 4,947,489	\$ 3,725,259	\$ 8,672,748
Net Operating Income	\$ (197,889)	\$ 153,699	\$ (44,190)
Net Income	\$ (197,889)	\$ 153,699	\$ (44,190)

Cash Statement of Operations- Monthly (02-2021)

Monthly February	Total	Operating	Capital
3191 · ROTC	24,878	24,878	0
3226 · Title II \$	0	0	0
3227 · Title IV \$	0	0	0
3230 · IDEA Revenue	42,892	42,892	0
3310 · Florida Ed. Fin. Program (FTE)	518,810	518,810	0
3320 · Proration to Appropriation		0	0
3330 · State Categorical Instructional	8,413	8,413	0
3344 · Discretionary Lottery		0	0
3361 · School Recognition Funds		0	0
3368 · Safe Schools Allocation	6,768	6,768	0
3373 · Reading Programs	4,472	4,472	0
3374 · Supplemental Academic Inst	22,273	22,273	0
3376 · Digital Classroom Allocation	273	273	0
3396 · Classroom for Kids	98,406	98,406	0
3397 · Charter School Capital Outlay	50,835		50,835
3399 · Other Misc State Revenue	0	0	0
3411 · District Schools Taxes	248,744	248,744	0
3413 · District 1.5 Millage	13,997		13,997
3430 · Interest Inc. (Invest. & Accts)	14	14	0
3440 · Gifts, Grants & Bequests	5,932	5,932	0
3455 · Vending Revenue	100	100	0
3490 · Misc Local Sources	21,548	21,548	0
3741 · Insurance Loss Recovery			0
Total Income	1,068,355	1,003,523	64,832
4100 · Salaries (plus stipends)	531,945	531,945	0
4110 · Admin Salaries	60,998	60,998	0
4140 · Adjunct Faculty & Subs	29,574	29,574	0
4210 · Retirement Benefits	60,533	60,533	0
4220 · SS & Medicare	28,820	28,820	0
4230 · Employee Insurance	61,229	61,229	0
4240 · Worker's Compensation	3,721	3,721	0
4250 · Unemployment Compensation	7,619	7,619	0
4291 · Employee Medical Reimburse.	4,650	4,650	0
4292 · Employee Training & Seminars	343	343	0
4293 · Other Employee Benefits	0	0	0
4310 · Professional & Technical Serv.	65,468	65,468	0
4320 · Insurance	20,266	20,266	0
4330 · Travel	0	0	0
4350 · Repairs & Maintenance	1,997	1,997	0
4360 · Lease Costs	18,279	18,279	0
4370 · Comm. (Postage, Phone)	6,451	6,451	0
4380 · Water & Sewer	3,396	3,396	0
4390 · Other Purchased Services	8,686	8,686	0
4392 · Dual Enrollment Fees	0	0	0
4430 · Electricity	12,975	12,975	0
4450 · Fuel (Gasoline)	86	86	0
4460 · Fuel (Diesel)	5,719	5,719	0
4510 · Supplies - Classroom	291	291	0
4520 · Textbooks	1,295	1,295	0
4521 · Textbooks - Dual Enrollment	53	53	0
4530 · Periodicals	0	0	0
4570 · Food	1,060	1,060	0
4590 · Other Materials & Supplies	5,984	5,984	0
4610 · Library Books	0	0	0
4622 · Non Capitalized A/V Materials	170	170	0
4642 · Non Capitalized FFE	260	260	0
4644 · Non Capitalized PC (Hardware)	576	576	0
4651 · Buses (Trip Charges)	0	0	0
4692 · Non Capitalized Software	13,239	13,239	0
4720 · Interest	32,609	32,609	0
4730 · Taxes, Dues & Fees	1,782	1,782	0
4740 · Legal Fees/Settlements		0	0
4760 · Sports & Recreation	5,903	5,903	0
4765 · Donations to Foundation		0	0
Capital Purchases	72,647		72,647
4780 · Depreciation Expenses		0	0
Debt Service	44,239		44,239
4810 · Loss on Disposition of Assets		0	0
4890 · Amortization of bond Discount		0	0
4790 · Misc Expenses		0	0
Total Expenses	1,112,863	995,977	116,886
	-44,508	7,546	-52,054

Cash Statement of Operations- YTD (PE 02-28-21)

YTD Through February	Total	Operating	Capital
3191 · ROTC	188,236	188,236	0
3226 · Title II \$	0	0	0
3227 · Title IV \$	0	0	0
3230 · IDEA Revenue	42,892	42,892	0
3310 · Florida Ed. Fin. Program (FTE)	4,150,472	4,150,472	0
3320 · Proration to Appropriation		0	0
3330 · State Categorical Instructional	67,301	67,301	0
3344 · Discretionary Lottery		0	0
3361 · School Recognition Funds		0	0
3368 · Safe Schools Allocation	54,142	54,142	0
3373 · Reading Programs	35,777	35,777	0
3374 · Supplemental Academic Inst	178,186	178,186	0
3376 · Digital Classroom Allocation	2,187	2,187	0
3396 · Classroom for Kids	787,246	787,246	0
3397 · Charter School Capital Outlay	464,062		464,062
3399 · Other Misc State Revenue	200,394	200,394	0
3411 · District Schools Taxes	1,989,953	1,989,953	0
3413 · District 1.5 Millage	179,621		179,621
3430 · Interest Inc. (Invest. & Accts)	132	132	0
3440 · Gifts, Grants & Bequests	44,130	44,130	0
3455 · Vending Revenue	558	558	0
3490 · Misc Local Sources	243,269	243,269	0
3741 · Insurance Loss Recovery			0
Total Income	8,628,558	7,984,875	643,683
4100 · Salaries (plus stipends)	4,241,423	4,241,423	0
4110 · Admin Salaries	483,368	483,368	0
4140 · Adjunct Faculty & Subs	145,619	145,619	0
4210 · Retirement Benefits	430,859	430,859	0
4220 · SS & Medicare	310,764	310,764	0
4230 · Employee Insurance	457,404	457,404	0
4240 · Worker's Compensation	22,071	22,071	0
4250 · Unemployment Compensation	20,856	20,856	0
4291 · Employee Medical Reimburse.	38,679	38,679	0
4292 · Employee Training & Seminars	11,213	11,213	0
4293 · Other Employee Benefits	2,700	2,700	0
4310 · Professional & Technical Serv.	487,335	487,335	0
4320 · Insurance	202,194	202,194	0
4330 · Travel	117	117	0
4350 · Repairs & Maintenance	32,680	32,680	0
4360 · Lease Costs	161,390	161,390	0
4370 · Comm. (Postage, Phone)	59,634	59,634	0
4380 · Water & Sewer	32,905	32,905	0
4390 · Other Purchased Services	69,484	69,484	0
4392 · Dual Enrollment Fees	53,913	53,913	0
4430 · Electricity	103,738	103,738	0
4450 · Fuel (Gasoline)	867	867	0
4460 · Fuel (Diesel)	30,748	30,748	0
4510 · Supplies - Classroom	56,498	56,498	0
4520 · Textbooks	17,792	17,792	0
4521 · Textbooks - Dual Enrollment	15,185	15,185	0
4530 · Periodicals	1,717	1,717	0
4570 · Food	13,538	13,538	0
4590 · Other Materials & Supplies	82,326	82,326	0
4610 · Library Books	1,343	1,343	0
4622 · Non Capitalized A/V Materials	5,821	5,821	0
4642 · Non Capitalized FFE	6,635	6,635	0
4644 · Non Capitalized PC (Hardware)	113,250	113,250	0
4651 · Buses (Trip Charges)	10,341	10,341	0
4692 · Non Capitalized Software	96,179	96,179	0
4720 · Interest	264,844	264,844	0
4730 · Taxes, Dues & Fees	67,634	67,634	0
4740 · Legal Fees/Settlements		0	0
4760 · Sports & Recreation	89,025	89,025	0
4765 · Donations to Foundation		0	0
Capital Purchases	182,329		182,329
4780 · Depreciation Expenses		0	0
Debt Service	378,244		378,244
4810 · Loss on Disposition of Assets		0	0
4890 · Amortization of bond Discount		0	0
4790 · Misc Expenses		0	0
Total Expenses	8,802,662	8,242,089	560,573
	-174,104	-257,214	83,110

Sarasota Military Academy

Budget vs. Actuals: FY21- Board Approved Budget - FY21 P&L

July 2020 - February 2021

8 months in should be at 66.67%

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
Income			
3100 Federal Direct			
3191 R.O.T.C.	188,235.61	290,191.00	64.87 %
Total 3100 Federal Direct	188,235.61	290,191.00	64.87 %
3200 Federal Through State & Local			
3226 Title II \$		32,114.00	
3227 Title IV \$		16,814.00	
3230 IDEA Revenue	42,891.68	63,562.00	67.48 %
3299 Miscellaneous Federal		1,893,092.00	
Total 3200 Federal Through State & Local	42,891.68	2,005,582.00	2.14 %
3300 Revenue from State Sources			
3310 FL Education Finance Prog- FEFP	4,150,472.00	6,404,331.00	64.81 %
3320 Proration to Appropriation	0.00		
3330 State Categorical Instructional	67,301.00	104,397.00	64.47 %
3368 Safe Schools Allocation	54,142.00	83,738.00	64.66 %
3373 Reading Programs	35,777.00	56,244.00	63.61 %
3374 Supplemental Academic Inst	178,186.00	272,869.00	65.30 %
3376 Digital Classroom Allocation	2,187.00	8,553.00	25.57 %
3396 Classroom for Kids	787,246.00	1,209,760.00	65.07 %
3397 Charter School Capital Outlay	464,062.00	674,847.00	68.77 %
3399 Other Miscellaneous State Reven	200,394.29	208,936.00	95.91 %
Total 3300 Revenue from State Sources	5,939,767.29	9,023,675.00	65.82 %
3400 Revenue from Local Sources			
3410 Taxes			
3411 District Schools Taxes	1,989,953.00	2,993,576.00	66.47 %
3413 1.5 Millage Capital \$	179,621.12	333,750.00	53.82 %
Total 3410 Taxes	2,169,574.12	3,327,326.00	65.20 %
3430 Interest, Including Invest Prof			
3435 Interest on Checking	132.34	338.00	39.15 %
Total 3430 Interest, Including Invest Prof	132.34	338.00	39.15 %
3440 Gifts, Grants & Bequests		136,269.00	
3441 Donations			
3442 Unrestricted	585.57		
3443 Temporarily Restricted	4,484.15		
3444 Unrestricted Donations from Foundation	35,190.00		
3445 Temporarily Restricted Donations from Foundation	3,869.88		
Total 3441 Donations	44,129.60		
Total 3440 Gifts, Grants & Bequests	44,129.60	136,269.00	32.38 %
3455 Vending Revenue	558.35	1,592.00	35.07 %
3490 Miscellaneous Local Sources		564,866.00	
3495 Other Misc Local Sources			
3495A School Activity & Program Reven	145,292.86		

		TOTAL	
	ACTUAL	BUDGET	% OF BUDGET
3495B Reimbursement from Foundation	67,507.37		
3495C Other Misc. Local Sources	25,726.50		
3495D Credit Card Rebate	4,742.33		
Total 3495 Other Misc Local Sources	243,269.06		
Total 3490 Miscellaneous Local Sources	243,269.06	564,866.00	43.07 %
Total 3400 Revenue from Local Sources	2,457,663.47	4,030,391.00	60.98 %
Total Income	\$8,628,558.05	\$15,349,839.00	56.21 %
GROSS PROFIT	\$8,628,558.05	\$15,349,839.00	56.21 %
Expenses			
4100 Salaries		6,554,748.00	
4110 Administrator	483,367.72	733,784.00	65.87 %
4120 Classroom Teacher	3,066,376.60		
4130 Other Certified	419,283.24		
4140 Substitute Teacher	145,618.73	260,000.00	56.01 %
4160 Other Support Personnel	755,763.17		
Total 4100 Salaries	4,870,409.46	7,548,532.00	64.52 %
4200 Employee Benefits			
4210 Retirement	430,858.52	728,853.00	59.11 %
4220 FICA	310,764.05	577,463.00	53.82 %
4230 Group Insurance	457,404.20	683,445.00	66.93 %
4240 Worker's Compensation	22,071.00	44,592.00	49.50 %
4250 Unemployment Compensation	20,856.25	3,459.00	602.96 %
4290 Other Employee Benefits			
4291 Employee Medical Reimbursement	38,678.80	69,319.00	55.80 %
4292 Employee Training & Seminars	11,212.70	8,210.00	136.57 %
4293 Other Employee Benefits	2,700.00	64,360.00	4.20 %
Total 4290 Other Employee Benefits	52,591.50	141,889.00	37.07 %
Total 4200 Employee Benefits	1,294,545.52	2,179,701.00	59.39 %
4300 Purchased Services			
4310 Professional & Technical Serv	487,334.52	770,228.00	63.27 %
4320 Insurance and Bond Premiums	202,193.52	258,985.00	78.07 %
4330 Travel	117.30	3,240.00	3.62 %
4350 Repairs & Maintenance	32,680.07	99,760.00	32.76 %
4360 Rentals	161,389.50	230,101.00	70.14 %
4370 Communications	59,634.38	93,832.00	63.55 %
4380 Public Utility Services	32,905.48	53,102.00	61.97 %
4390 Other Purchased Services	69,484.00	102,186.00	68.00 %
4392 Dual Enrollment Charge	53,913.02	92,725.00	58.14 %
Total 4390 Other Purchased Services	123,397.02	194,911.00	63.31 %
Total 4300 Purchased Services	1,099,651.79	1,704,159.00	64.53 %
4400 Energy Services			
4430 Electricity	103,738.43	193,514.00	53.61 %
4450 Gasoline	867.19	2,446.00	35.45 %
4460 Diesel Fuel	30,748.29	59,510.00	51.67 %
Total 4400 Energy Services	135,353.91	255,470.00	52.98 %
4500 Materials & Supplies			
4510 Supplies	56,497.58	131,575.00	42.94 %

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
4520 Textbooks	17,791.85	28,454.00	62.53 %
4521 DE Textbooks	15,184.76	17,261.00	87.97 %
Total 4520 Textbooks	32,976.61	45,715.00	72.14 %
4530 Periodicals	1,717.01	1,967.00	87.29 %
4570 Food	13,538.29	19,076.00	70.97 %
4590 Other Materials & Supplies	82,326.32	130,742.00	62.97 %
Total 4500 Materials & Supplies	187,055.81	329,075.00	56.84 %
4600 Capital Outlay			
4610 Library Books	1,342.67	3,111.00	43.16 %
4620 Audio-visual (AV) Materials			
4622 Noncapitalized AV Materials	5,820.70	4,812.00	120.96 %
Total 4620 Audio-visual (AV) Materials	5,820.70	4,812.00	120.96 %
4640 Furniture, Fixtures & Equipment			
4642 Noncapitalized F,F & Equipment	6,634.62	17,554.00	37.80 %
4644 Noncapitalized Computer Hardwar	113,250.43	147,111.00	76.98 %
Total 4640 Furniture, Fixtures & Equipment	119,885.05	164,665.00	72.81 %
4650 Motor Vehicles			
4651 Buses	10,340.69	20,752.00	49.83 %
Total 4650 Motor Vehicles	10,340.69	20,752.00	49.83 %
4690 Computer Software			
4692 Noncapitalized Software	96,178.59	104,196.00	92.31 %
Total 4690 Computer Software	96,178.59	104,196.00	92.31 %
Total 4600 Capital Outlay	233,567.70	297,536.00	78.50 %
4700 Other Expenses			
4720 Interest	264,844.22	424,928.00	62.33 %
4730 Taxes, Dues and Fees	67,634.00	93,757.00	72.14 %
4760 Sports and Recreation	89,025.21	193,893.00	45.91 %
4780 Depreciation Expense	430,660.67	643,884.00	66.88 %
Total 4700 Other Expenses	852,164.10	1,356,462.00	62.82 %
Total Expenses	\$8,672,748.29	\$13,670,935.00	63.44 %
NET OPERATING INCOME	\$ -44,190.24	\$1,678,904.00	-2.63 %
NET INCOME	\$ -44,190.24	\$1,678,904.00	-2.63 %



FOUNDATION DASHBOARD FY '21



Metrics Analysis with Foundation Performance

July 1, 2020 - March 31, 2021

NET CASH Balance

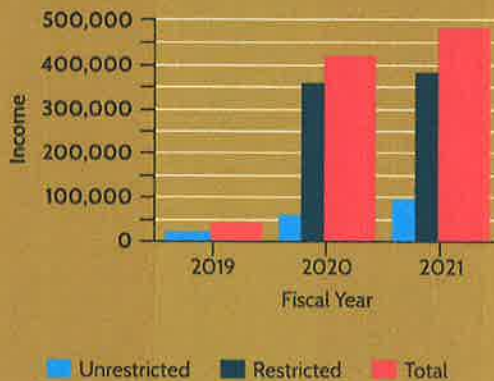
This is the amount of money on-hand in the Foundation's account. It is a current asset on the Balance Sheet and includes all receipts minus disbursements including the initial deposit at the start of the fiscal year to the present date of this report.

\$485,190

Includes Restricted & Unrestricted Funds

Donations with Restrictions... \$384,717

Donations without Restrictions..\$96,419



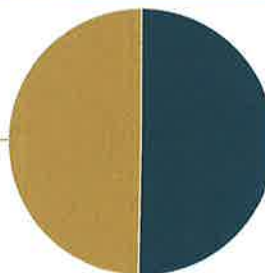
GIFT REVENUE

Gross Revenue... \$189,880

Expenses... \$95,429

NET Revenue... \$94,451

NET: 49.7 %



Expenses: 50.3 %

EXPENSES

Labor \$77,775

Non-Labor \$17,653

Includes:
Purchased Services;
Materials & Supplies;
Capital Outlay

TOTAL \$95,429

PERFORMANCE EVALUATION

	2019	2020	2021
Return on Investment (ROI) Revenue/Expenses	\$0.41	\$14.30	\$1.99
Cost To Raise a Dollar (CTRD) Expenses/Revenue	\$2.41	\$0.07	\$0.50

DONOR EVALUATION

Retained Donors Giving More

Donor Retention Rate... **44%**
64%...Revenue Retention Rate

How many donors continue to donate to SMA.
High DRR=long-term supporters